

LISTING OF CLAIMS

1. (currently amended) A computer system for providing controlled inventory depletion of time-sensitive inventory from a supplier site having existing communications and business management systems comprising an inventory tracking system and at least one of accounting, marketing, sales, and production systems comprising:

a front-end user interface for a user at said supplier site to ~~dynamically~~ identify time-sensitive inventory to be offered for selective sale to selected prospective buyers;

a sell off processor component comprising at least an offer generator for generating offers of inventory for selective sale to selected prospective buyers and a communications controller for handling communications directly with said selected prospective buyers along existing supplier communications systems; and

a back-end integration processor component for generating inventory updates for automatically integrating the results of the selective sale into the management systems at said supplier site.

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2. (original) The system of Claim 1 wherein said sell off component comprises:
 - an inventory control component for tracking items of inventory and maintaining records therefor;
 - an offer preparation component for preparing offers for inventory sell off; and
 - a sell off management component.
3. (original) The system of Claim 2 wherein said inventory control component comprises means for automatically identifying time-sensitive inventory for sell off.
4. (original) The system of Claim 3 wherein said inventory control component comprises means for updating records of items which are identified for sell off.
5. (original) The system of Claim 3 wherein said inventory control component is adapted to communicate item-specific information to said offer preparation component.
6. (original) The system of Claim 5 wherein said offer preparation component is adapted to create at least one sell off file based on said item-specific information.
7. (original) The system of Claim 5 wherein said offer preparation component comprises means for dynamically

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creating at least one sell off file comprising item-specific information and auction control data.

8. (original) The system of Claim 5 additionally comprising an auction tracking component for maintaining historical auction data.

9. (original) The system of Claim 8 wherein said offer preparation component comprises means for dynamically creating at least one sell off file comprising item-specific information and said historical auction data.

10. (original) The system of Claim 2 further comprising means for advertising said offers for sell off.

11. (original) The system of Claim 10 wherein said means for advertising said offers for sell off comprises a web browser for posting offers on at least one web page.

12. (original) The system of Claim 10 wherein said means for advertising said offers for sell off comprises an electronic mail server for distributing said offers via electronic mail.

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13. (currently amended) A method for providing controlled inventory depletion of time-sensitive inventory from a supplier site having existing communications and management systems comprising an inventory tracking system and at least one of accounting, marketing, sales, and production systems comprising:

dynamically identifying at said supplier site time-sensitive inventory to be offered for selective sale; offering inventory for selective sale to selected prospective buyers;

handling communications directly with said selected prospective buyers along said existing communications system; and

automatically integrating the results of the selective sale into said existing yield and revenue management systems at the supplier site.

14. (previously presented) The method of Claim 13 wherein said offering inventory comprises the steps of:

preparing offers for inventory sell off; and
managing the sell off of said inventory.

15. (previously presented) The method of Claim 13 wherein said identifying items comprises automatically identifying time-sensitive inventory for sell off.

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16. (original) The method of Claim 15 further comprising updating records of items which are identified for sell off.

17. (previously presented) The method of Claim 15 further comprising communicating time-specific information to an offer preparation component for said preparing offers.

18. (original) The method of Claim 17 wherein said offer preparing comprising creating at least one sell off file based on said item-specific information.

19. (original) The method of Claim 17 wherein said offer preparing comprises dynamically creating at least one sell off file comprising item-specific information and auction control data.

20. (original) The method of Claim 17 additionally comprising maintaining historical auction data.

21. (original) The method of Claim 20 wherein said offer preparing comprising dynamically creating at least one sell off file comprising item-specific information and said historical auction data.

22. (original) The method of Claim 14 further comprising the step of advertising said offers for sell off.

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23. (original) The method of Claim 22 wherein said advertising said offers for sell off comprises posting offers on at least one web page.

24. (original) The method of Claim 22 wherein said advertising said offers for sell off comprises distributing said offers via electronic mail.

25. (previously presented) The method of Claim 22 further comprising identifying a target group for said group for said offers and wherein said advertising comprises providing electronic mail only to said target group.

26. (currently amended) A program storage device readable by machine tangibly embodying a program of instructions executable by the machine for performing a method for providing controlled inventory depletion of time-sensitive inventory, said method comprising the steps of:

dynamically identifying at said supplier site time-sensitive inventory to be offered for selective sale;

offering inventory for selective sale to selected prospective buyers;

handling communications directly with said selected prospective buyers along said existing communications system; and

automatically integrating the results of the selective sale into existing yield and revenue management systems at

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the supplier site, wherein said existing yield and management systems comprises an inventory tracking system and at least one of accounting, marketing, sales and production systems.

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